The Washington Times

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AUGUST CIRCULATION. Daily.

The number of complete and perfect copi of The Washington Times printed daily du-ing the month of August was as follows: 43,734 August 17..... 44,617 August 18.....

The net total circulation of The Washington Times (daily) during the month of August was 1,010,866, all copies left over and returned being eliminated. This number, when divided by 27, the number of days of publication, shows the net daily average for August to have been 37,439.

August 15..... 42,91

August 7..... 41,003 August 21..... 40,114 August 14..... 39,417 August 28..... 40,534

The net total circulation of The Washington Times (Sunday) during the month of August was 183,482 all copies left over and returned by agents, being eliminated. This number, when divided by 4, the number of Sundays during August, shows the net Sunday average for August to have been 34,878.

In each issue of The Times the circulat figures for the previous day are plainly printed at the head of the first page at the left of the date line.

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WHAT OF THE TWENTY AND THREE DEMOCRATS.

What of the twenty and three Democrats who came to the scratch and pulled the Cannon House organization out of the mud on the memorable Ides of March, 1909? Are they members of the "come back" club? Have they undertaken. been remembered by the bosses of the machine which they helped hold to- "UNCLE JOE" ON THE VAUDEgether? Have their constituents approved their conduct and crowned them with renomination wreaths?

These twenty-three were the objects of a nation-wide criticism for as many as seven days. Let us not forget record of their subsequent political history should be made

statement that four of the twentythree have been retired to private life. Four have been defeated for renomination. They are Joseph F. O'Connell Joe," is elevating the vaudeville stage. and John A. Keliher of Boston, and ever disputes the nomination of his go on the Democratic ticket. The persistency of Howard is offset by the granite walls of the Nevada hills, and to have jumped to avoid being pushed. Even counting Howard as still in the race, there still remain four who we know will not be in our midst in the

One of the twenty-three, James M. Griggs of Georgia, has died since March 16, 1909, so that in all there are eighteen who are now to be reckoned with. of this group two are from Louisiana. They are Robert F. Broussard and Albert Estopinal, who have, unfortunately, already been renominated, and who, more unfortunately, will undoubtedly be re-elected. Four others are from Georgia. They are Charles G. Edwards, Gordon Lee, William G. Brantley, and the persistent Mr. Howard already mentioned. Edwards, Lee, and Brant-

unfortunate. Stephen M. Sparkman of Florida, Peters of Boston are four others who character, and there seems to be no there is reason to hope that perhaps next month. Certainly she was one of one or more of the other three will Dickens' close personal friends, as her be honored with a command to stay father before her had been, and the rine Ba

Democrats who, under the leadership original of "Tiny Tim."

They are Fitzgerald, George H. Lindsay, man who ever wrote, have been inter-Daniel J. Riordan, Michael F. Conroy, woven with the life and thought of A. Goulden. Nominations of Demo- remote past. It comes, therefore, as it is reported, may not run.

It is almost too much to hope that cupy strong positions in the Demo- away. cratic organization of Greater New York. It appears, therefore, that the four who have already been eliminated, with Griggs and possibly Howard in Georgia, and McDermott, Moon, and Peters in Massachusetts, will be all of the twenty-three who will not "com

ALLEY SLUMS ATTACKED BY DISTRICT COMMISSIONERS.

It seems almost too good to be true that the Commissioners of the District decided and which they will endeavor to put into operation next year.

The plan adopted is to try the experiment of converting one particularly objectionable alley into an interior park. If this is found practical, the ideas, but for some reason not yet can be obtained by Congressional ap- gressives and the old guard is particupropriation. Undoubtedly, minor im- larly acute. provements to the plan will be worked It is possible that Colonel Roose preferable to extend the alleys into guard on every point of organization, of the city's alley slums.

the alley question to a head, and all form. leserve credit for the results that are and the revenues of the District are ncreasing rapidly. There is reason to hope, also, that Congress will, in the near future, adopt a financial plan for Washington which will enable us to make permanent improvements without so seriously crippling our cur-

rent appropriations. It will make glad the heart of every Washingtonian to know that the wiping out of the alley slum is to be one of the first permanent improvements

VILLE STAGE,

When "Uncle Joe" received an offer of \$3,000 a week from a vaudeville manager for a short monologue twice them. Let us study their careers. Let the waste-basket and uttered a few the waste-basket and uttered a few wednesday and Saturday afternoon at deal with only one item of expense, us observe just how their friends and the waste-basket and uttered a remarkable for their critics deal with them when the the stand-patters is a great man, and the stand-patters is a g we can understand how he might have guilty of party treason and of the felt, at first blush, that his dignity betrayal of the people. A straight had been compromised. But had he paused to reflect how many distin-Happily, it is possible to begin the guished men and women have gone on the vaudeville stage of late? Was compilation of our record with the he unmindful of the fact that at this and the Marine Band on October 26 and very time no less a man than Fra

as large a personal following as "Uncle

William M. Howard and Leonidas F. Joe" was contemptuously consigning At the very moment when "Uncle Livingston of Georgia. Howard, how- that offer to the waste-basket the "Divine Sarah" was doing stunts on opponent and the names of both will the vaudeville stage in London, and dry at 71 Minth street northwest, with a incidentally receiving the ovation of B. relett of Nevada, who is said to have noted the handwriting on the her life. She is almost as old as under the dominion of her genius as ever "Uncle Joe" did. And yet for the sake of bringing art to the consciousness of the vaudeville-loving public, and for the sake of the \$5,000 per week, she has consented to give an act from "L'Aiglon," and is preparing to enlarge her repertoire.

The Speaker of the House may, in the future, have more leisure than he dreams, and in the meantime he had better reflect carefully before he definitely declines to go on the vaude-

"LITTLE DORRIT" SNAPS A LINK WITH THE PAST.

A link with the past has been severed by the death of one who was ley have been renominated and will supposed to have been the original of probably be re-elected, which is also "Little Dorrit." For many years an aged lady, Mrs. G. M. Hayman, living at Southsea, in England, has enjoyed John A. Moon of Tennessee, James T. the distinction of being referred to as McDermott of Illinois, and Andrew J. the prototype of Dickens' immortal have been renominated. Sparkman good reason for doubting it. She will undoubtedly be re-elected, but would have been eighty-one years old story goes that one of her brothers, There remain the eight New York who died while still a lad, was the

Charles V. Fornes, Henry M. Goldfogle, the world that he and everything per-Francis Burton Harrison, and Joseph taining to him seem to belong to the cratic candidates for Congress in New a surprise to the average reader to be York have not yet been made, but all told that until a few days ago the of the eight are candidates with the original "Little Dorrit," with many possible exception of Goulden, who, personal recollections of the great writer, was still living, and, impersonal though it be, there is a sense of any of these will be retired. They oc- loss now that we know she has passed

RESULTS OF THE NEW CONVENTION.

Colonel Roosevelt has used his control of the New York Republican convention to dethrone the "old guard' back." Even this, however, would Le in the Empire State, to nominate a set a sign of healthy Democratic progress. of progressive candidates for State ofevidently, is a compromise between the progressive and machine factions of the party.

The most radical of the progressives will be pleased at the chastisement of Columbia have resolved to clean administered the Barnes-Woodruffout the alley slums of Washington, Wadsworth forces, and at the selecyet this is the ultimate purpose of the tion of aggressive, progressive nominees. policy upon which the officials have especially for governor. That some of them will be disappointed in the platform is probable. Colonel Roosevelt had the power to put through the convention a platform directly in line with the more advanced progressive other alley streets will be treated in definitely established, he saw fit to similar manner as rapidly as the compromise on certain issues over money necessary to the undertaking which feeling between New York pro-

out as the general scheme of improve- velt considered such a compromise best ment is put into practice. In some for the interests of the Republican sections it may be found possible and ticket this fall. He defeated the old minor streets. The important thing obtained control of the State commitnow, however, is that the Commission- tee, and nominated a progressive tickers have decided to make the long- et. It is entirely probable that, hopdelayed beginning in the eradication ing to enlist the support of Barnes-Woodruff-Wadsworth followers for the Many Washington interests have ticket, he was willing to yield to their played an important part in bringing wishes on certain points in the plat-

If the Roosevelt men in control of promised. Our Commissioners, for the convention had gone the limit of many years, have recognized the neces- their power the old guard people would sity of eliminating the alley slum and have been bitter and probably would its attendant evils, but they have been have shown their enmity at the polls. hampered by the attitude of Congress The breach in the Republican party toward District appropriations. Many in New York would have been widened. permarent improvements calling for With a platform behind it which the large sums have been made, however, regulars can consistently accept, it is possible the Republican ticket will receive the support of both factions.

As a direct step toward immediate progressiveness the action of the Saratoga convention on the platform issue may not be all that the utra-progressives desired. As a maneuver to unite the Republican party in New York and lead it to ultimate progressiveness, it may be productive of good results.

BANDS TO RESUME POTOMAC CONCERTS

Cavalry, Engineer, and Marine Musicians to Play, Beginning October 1.

Col. Spencer Cosby, Superintendent of

All the concerts will last over an hour, and from October 1 to October 22 will begin at 4:30 o'clock. Others will start The Cavalry Band will give the con

erts on October 1, 8, 15, and 22; the Engineer Band, October 5, 12, and 19; 29, and November 2, 9, and 12.

Elbertus, for instance, who has almost WOMEN IN PANIC CRUSH ONE WORKER

Ella Curran, of 720 Twenty-fourth street, is this morning a patient at Emergency Hospital, where she was aken vesterday afternoon from a laundislocated shoulder.

The slipping of a belt from one of the large wheels in the laundry machinery minent. In the crush of escaping women, Ella Curran was caught and rown to the floor and trampled upon

What's on the Program in Washington

American Prison Association meets to-night at New Willard.

Monthly aquatic contest, Y. M. C. A. Dock, tonight.

Band concert, Franklin Park, 7:30 piclock, Fifteenth United States Cavry Band, Band concert, Marine Barracks, 4:30, nited States Marine Band. Band concert, Washington Barracks, 8 m., United States Engineer Band.

Amusements Tonight.

Belasco-"Mary Jane's Pa," 8:30. Columbia-"A Fool There Was," 8:15. National—"Your Humble Servant," 8:15. Academy—"The Fortunes of Betty," Chase's-Polite Vaudeville, 8:15. Gayety-Al Reeve's Big Beauty Show

Lyceum-Tom Miner's Bohemian Bursquers, 8:15. Casino-Vaudeville and motion pto Cosmos-Vaudeville and motion pic-Avenue Grand-Vaudeville and motion Majestic-Vaudeville and motion pic-

masonic Auditorium-Motion pictures. Georgetown Open Air Theater-Motion of the Ma-chevy Chase Lake—Section of the Ma-rine Band and dancing. Arcade—Motion pictures. Alhambra Theater—Motion pictures.

EXCURSIONS. Democrats who, under the leadership original of Tiny Tim.

For so many years the works of the nucleus of the Democratic group that came to the rescue of "Uncle Loe."

Steamer Charles Macalester leaves Seventh street wharf at 10 and 2:20 of the Mount Vermon.

Old Point Comfort and Nor-olk steamon this own generation as deeply as any of the cld, sweet songs.

A LOVER OF GOOD MUSIC.

In the Mail Bag

Young Men Need Help

To the Editor of The Washington Times: President Taft drew a sharp comparion on his return from the South between the upper and lower classes of people of a certain State-Alabama, I ink-acknowledging the education and ulture of the upper classes and deplorng the ignorance of the lower.

Were every university and college in the United States to offer "free tuition," only those in sufficiently good circum ces to pay from \$300 to \$400 a year ould avail themselves of the offer. Who is willing to support and cloth lose to whom the free tuition is offered? Who is going to supply books, so expensive; stationery, bedding, and the hundred and one incidentals necessary besides actual lectures?

If a military school offers free tiution fice and to adopt a platform which, who is to furnish the uniform and then at the close of the session where is the citizen suit to come from?

It is easy to say a young man can work his way through college. The first year he is not allowed to do so. After that there is work for only a few. I, sons of gentlemen, with capacity for acquiring knowledge, a capacity ex-isting in their ancestors for centuries, vrote to the members of a Southern oard of education. I represented the fact that a young man-a boy he was then-had lost his father and had been taking work beyond his strength had rought on ill health, compeling him to give it up, but could he be supplied with the funds enabling him to take advantage of free tuition offered at a military chool near his home, he could as a

the funds enabling him to take advantage of free tuition offered at a military school near his home, he could as a result of education obtain a better-paying position and be of greater assistance to those dependent upon nis ald, as well as be saved himself from ignorance, than which there is no greater curse nor misfortune to the young men of any land, and keen mortification to a man thus deprived of his birthright, his proper sphere.

I wrote to Mr. Rockefeller, setting forth the needs and merits of the case. The answer was that they took no interest in particular or individual cases. Their work was for general education. That young man, now twenty-two years of age, worked until he fell into ill health. A handsome person, of fine mind, he is now firing a furnace, overtaxing physical strength in work any stalwart negro can do better, while his fine intellect is going to waste.

Build your fine colleges; endow your universities; enlarge your magnificent grounds. That is all right. But do not wonder that in spite of so much tuition offered free our land is full of ignorant young men with stunted intellect and exhausted frames.

Could not these men of wealth establish a fund from which young men anxlous to obtain an education, but unable to support and clothe themselves while attending college, could borrow to meet these expenses, the borrowers to give their promises to pay a portion or small per cent annually, reducing the principal as they secure remunerative occupations? Would it not saye the brains, as well as the bodies, of those capable of an education and longing for it?

I beg those whom I find it impossible to reach through the mails, my letters being treated as begging letters, and thrown in the waste basket, or otherwise disregarded, to give heed to what I say. If by chance the young man to whom I refer could secure a loan of 500 it would give him a two vears' course. Five hundred dollars would enable him to complete the course and graduate, and this one would be saved. Even less than this—one year—woul

"Economy."

Thousands of dollars have been exnded, and at this time an appropriaion of \$100,000 is available for devising partments, and it is astonishing to note Public Buildings and Grounds, today that all prior and present investiga-

mployed in one office in Postofice Department. The chief is one of the prime overs, and since he has been there, he as not spent 1 per cent of his time atending to his duties proper, but has been for two years studying economy. The absurdity of the situation is the fact that his administration has been the most expensive within the history Fifty thousand dollars' worth of guard

ooks were destroyed by the laborers who were employed for many days cutting them to pieces and carting them away. A greater sum was expended for wooden file cases, which do not answer the purpose, and this in face of a strong protest of the clerks, who have to use them. A delicate lady clerk is now orced to handle a file drawer that weighs about fifty and often seventyive pounds. Adding machines, tabulatng machines, etc., have been purchased

ing machines, etc., have been purchased in large numbers, and messenger boys have been appointed through civil service as cierks.

Approximately \$50,000 worth of bronze chandeliers are at this time strewn in the hallways of the Postoffice building awaiting a dealer in castaway goods.

An expense of \$50,000 for private baths and elevators in the Treasury building is another small item of economy.

Promotions have almost become extinct. Clerks are striving to outdo each other for fear of dismissal, and originate some fine ideas. One Porto Rico clerk held the record on the adding machine force by making an average of 20,000 money orders a day. He did not add them, but simply agreed with the postmasters. He could as easily have done 100,000.

A CLERK.

More Old Tunes.

To the Editor of The Washington Times: It is with great interest that I have read the letters appearing in The imes recently regarding the summe oncerts of the Marine Band.

Let us hope that the majority of ose who attend these concerts want to hear high-class music. The Marine and should not be censured for not playing the popular music of the day, as this would certainly be beneath its dignity as the "President's Own." But, would it not be appropriate as well as pleasing to the majority of the audience if Lieutenant Santelnann would place one or two familiar airs on each program such as "Amer-tea," "Dixie," "Red, White and Blue," "Maryland, My Maryland," and "Auld

"Maryland, My Maryland," and "Auld Lang Syne!"
Such airs as these are dear to each American and are worthy of the place they have gained in the hearts of the people, but we do not hear them played as often as we would like. We hear the strains of "The Star-Spangled Banner" at each concert, and are filled with patriotic pride as we listen to it but we are not content with

WALTER H. SMITH CHOSEN CANDIDATE FOR SPEAKER

Republican House Managers Pick Iowan to Succeed "Uncle Joe."

CANNON ELIMINATED FROM DISCUSSION

Conferees In Chicago Freeze Out the "Czar"-Gillett May Become Appropriations Chairman.

By WALTER J. FAHY.

CHICAGO, Sept. 29.-With Represe tative James A. Tawney eliminated as a possibility because of the Minnesota primaries, the organization leaders of the House are now preparing to con-centrate their forces for the purpose of electing Representative Walter I. Smith of Iowa Speaker to succeed "Uncle Joe" Cannon in the event the next House is controlled by the Repub-

This was one of the develop the meeting of a section of the Repubat once compelled to go to work and aid lican Congressional Campaign Commitin the support of his mother and the tee held at the headquarters here. Up rounger members of his family, that to a week ago the followers of Cannon aking work beyond his strength had were divided in their choice between Tawney and Smith. In many respects be aware, as all of his friends are aware, that he stands no more chance of or than had Smith and he proposed

of the Postoffice Committee. It is be lieved, however, that the strength of Weeks in the East will not be sufficient me the combination which is being arranged for the election of

First Elect Smith.

The first concern of the campaign ommittee is to get Smith back to Coness. He is having a hard fight in his district, but fortunately for him he has een able to establish harmonious relations between the standpat element, of the insurgents. The Iowa insurgents and they can be counted upon to assist part in his candidacy for the Speaker-

most important committees in the He is the right hand man of Tawney on the Appropriations Committee, and was the pick of the House organization for a place on the reorganized Rules Committee. He got the largest number of votes given to any candidate for that committee and for a time it was believed that this demonstration of popularity entitled him to the chairmanship. He waived any claims he might have, however, in favor of Representative Dalzell of Pennsylvania. The election of Smith as Speaker of the House would undoubtedly result in the promotion of Representative Frederick Gillett of Massachusetts to the chairmanship of the Appropriations, not only because he is in line for the place, but also as a compromise to the New England delegation which will demand Weeks as Speaker. Gillett is now the fourth man in the committee, but Tawney and Representative Gardner of Michigan, two of the men who outrank him, will not be members of the Sixtysecond Congress. Pepresentative Birgtee, and was the pick of the House orhim, will not be members of the Sixtysecond Congress. Representative Bingham of Philadelphia is the ranking
member of the committee, but will be
side-tracked because of his age.
If the House is controlled by the
Democrats, thereby upsetting the tentative plans already made here, an effort
will be made to have Smith appointed
senior minority member of the Appropriations Committee. This would jump

Concerts Today

By the Fifteenth Cavalry Band, at Franklin Park, at 7:30 p. m.

G. F. TYRRELL, Director. PROGRAM. March, "The Fairest of the Fair"

Sousa Waltz, "Chantilly" Waldteufel Sinfonia, "Companone". Slavenic Dance No. 1 (By Request) Dvorak Grand Selection, "Lohengrin"

Mignonette, "Romeo and Juliet" March, "The Old Dominion" .. Baxter "The Star-Spangled Banner."

By the U. S. Marine Band, at the Marine Barracks, at 4.30 p. m. WILLIAM H. SANTELMANN.

PROGRAM. March, "Brooks' Triumphale" ... Seitz

Overture, "Oberon"......Von Weber Czardas, "Last Love"......Brahms Waltz, "On the Beautiful Rhine" Grand Scenes from "La Boheme" Puccini

Pajnadertanz No. 2, from Ballet 'Feramors"Rubinstein "The Star-Spangled Banner."

Patrol, "Marching Through Georgia"

By the U. S. Engineer Band, at Washington Barracks, at 8 P. M. JULIUS KAMPER, Chief Musician. PROGRAM.

March, "The Magnet" Overture, "Poet and Peasant". Suppe Waltz, "Wedding of the Winds", Hall Fantasie, "Creme de la Creme"

Chilean Dance, "Manana" Missud Selection, "The Tattooed Man" Herbert

Republicans' Plans for Rule of the House

Cannon completely eliminated from consideration by House leaders.

Representative Walter I. Smith of Iowa, Tawney's first lieutenant, chosen as organization candidate for Speakership.

Bitterness toward Speaker Cannon manifested at conference of leaders in Chicago, where "Uncle Joe" was "frozen out" and blamed for political ruin of defeated members.

him over Gillett, and for that reasonight cause a protest from the Ne ight cause a protest from the ngland delegation.

Blaming "Uncle Joe."

This conference of the Congr ssions committeemen, by the way, developed the fact that "Uncle Joe" need expect othing at their hands at the organization of the House in the Sixty-second ongress. Members of the House have arrived in Chicago - ithin a day or two do not hesitate to declare that the naries and at the polls next fall can laws of gravitation, be traced directly to the Speaker.

They assert that the Speaker must be aware, as all of his friends are tor capable of driving her at a speed of eing elected Speaker of the next House to demand that he be rewarded. He is of Representatives than an outsider out of the running now, however, and Even if he did not know it of his own the leaders are relieved of considerable embarrassment.

It is taken for granted that the Speakership will go to the West. There are Eastern candidates a-plenty. Represessing the remaining this fact the Speaker persistently refuses to declare himself out of the race. This is partly due to pride and partly to stubbornness.

tative John W. Weeks, of Massachusetts, chairman of the House Committee on Postoffices and Post Roads, is a cardidate for the place and it is well understood that his interests are being looked after by Senator W. Murray Crane.

Weeks is one of the most popular men in the House and he has established an enviable reputation in his management of the Postoffice Committee. It is he-

Cannon Frozen Out.

a campaign in which the Speaker was to fly, and whenever they fly success will attend any affair at which they are this fact the Speaker was not invited to participate in the discussion. He participate in the discussion one of the-loop in a machine," he outer rooms, and then went away. This is, perhaps, the first time in tends to do he will carry the proposition many, many years that Joseph Gur-jout to the end-either to a bitter end o rey Cannon has been within carshot of a Republican conference and failed to participate in it. The conference was being held by members of the Republican Congressional committee, of which Speaker Cannon is not a member, but it was suggested that failure to hold membership on a committee has not acted as a barrier to him in the past.

mittee has not acted as a barrier to him in the past.

The Speaker met at headquarters two members of the House who went down to defeat because of their loyalty to him. One was James A. Tawney of Minnesota and the other was James M. Miller of Kansas.

At the conference also was Representative Crumpacker of Indiana. Recent developments in his district seem to indicate that he will follow in the footsteps of Tawney and Miller, through the probable loss of the "hunkte" or naturalized vote of the steel mills.

ELKINS FAMILY IS EN ROUTE HOME

Senator's Wife, Two Sons, and Miss Katherine Leave Paris for New York.

PARIS, Sept. 29 .- Mrs. Stephen B. Elkins, her two sons, and Miss Katherine
Elkins are on their way to New York on
the steamer Kaiser Wilhelm der Grosse.

It was the successful defense of Balti-

AVIATOR PLANNING TO LOOP-THE-LOOP

Somersault In Air Being Arranged By "Nervy" Johnstone.

MUST SOAR HIGH BEFORE TURNING

Protege of Wright Brothers Declares Washington Will Have Meeting Shortly.

"Nervy" Johnstone, the Wright brothers' expert aviator, whose daring while driving machines has been a cause of wonderment to all bird-men, will treat Washington to a sensation in the shape of a stunt in an aeroplane that will put to shame all others who firt with death,

either on land or in the air. lessness, will attempt to loop-the-loop in an aeroplane. It has hardly ever been defeat of many Republicans at the pri- dreamed of before and defies all the

> His plan is to reach an altitude of 4,000 or 5,000 feet with a machine with a moseventy miles an hour. When he reaches that height he will shut off the power. throw the front wings downward, ing the machine a complete somersault It will be allowed to drop until within a few hundred feet of earth when the engines will again be started and the machine righted.

> Thomas P. Jackson, special represen tative for the Wright people, was in Washington yesterday afternoon, and he told about the feat Johnstone will undertake at the first meet held in Washing ton, which, Mr. Johnstone says, will take place shortly.

After returning from Norfolk, he said ne will have a talk with Dr. Zahn and other Washington aero clubmen and assures them that when arrangements The committeemen were discussing Brookins and Johnstone will be booked have been made for a meet. Walter will attend any affair at which they are

"Johnstone says he is going to loop

crashing into the earth, but Johnstone is determined to try the stunt, even at the risk of his life, and try it right here in Washington, which should be the chief aviation town in America."

Dr. Zahn, Mr. Jackson said, was confident that a first-class meet would be brought to the National Capital in the near future, and that Washington business men would put up sufficient funds to finance the scheme. He will meet Zahn and other Aero Club people the last of the week and arrange with them the details. Johnstone and Brookins, who are flying in different sections of the country, will come here when Mr. Jackson says the word.

BALTIMORE EXPO FOR 1914 PLANNED

BALTIMORE, Sept. 29 .- At the invitation of Mayor Mahool a committee of 100 of the leading citizens of Baltimore met today and discussed a project for the holding of a world's fair in this city in 1914, in celebration of the centen-

the steamer Kaiser Wilhelm der Grosse.

Ambassador Brice and other friends accompanied them to the station on their departure from Paris.

Star-Spangled Banner."

It was the successful defense of Baltimore against the British, September 12, 1814, that inspired Francis Scott Key to write the national anthem.

The Business Doctor

By Roe Fulkerson



tor.

I ever saw a man behind the counter who was such a living example of the phrase 'No trouble to show goods.'

your batting average with the people who pay you your salary. Sell 'em, don't show 'em!" but please remember you don't get se'ling them.

This place is not a museum, but a no objection. store. The man you are working for is not running an educational insti-tution where people come in to be taught style and beauty, but a mer-spent the night before at home. cantile establishment where every article in stock is to be disposed of article in stock is to be disposed of attent mixed with a keen business in-

to be to see how much of your stock Russian caviar out of the big sturgeon you can pull down and show her. You unroll bolt after bolt and display pat- once bought it for about 10 cents a pailtern after pattern till the poor wom- ful, but the fishermen have grown wise an's mind is so confused that she and when you see the money they get hasn't the least idea what she does for the sturgeon roe you don't wonder want, and instead of trying to guide that the genuine article costs a small her and get her settled on some one fortune per hors d'ouver. thing and closing the sale, you are only adding to her confusion, and the oss and the head of your departboys and the next are saying benind your back that you are a willing worker, but—
to enter business with the intention of and when your boss adds that vague starting at the bottom and working up, but to your character it shows you as the lads in the story books ().

every patron as you would on a game of cards. Use every honorable play to win, and remember that there is, no greater game on earth than business. The money is the stake, and remember money gets away.

"You may be politeness and courtesy personified, but if the ignorant fellow day than they do in a week.

"Y)UR trouble at the next counter gets more mone is, my boy, out of his patrons than you do, the front that you are a office will consider him your superior. showman, not a "Quit showing goods and go to selling salesman," said them. Quit trying to please your custhe Business Doc- tomers with your affable manners and commence to get the money they have "I don't believe in their pockets, and you will fatten your batting average with the people

Study politeness in your business dealyour pay for showing goods, but for ings and then take it home at night and you will find your family will register

stinct mixed with a sense of humor in the speediest possible manner. stinct mixed with a sense of humor there is interest in watching the fisherbunter, your strongest desire seems men at Ocean City, Md., take genuine

> Statistics show that in cities of over 10,000, more than a hundred thousand

are lacking in some quality which a They pound typewriters, file letters, man must have to pull down a fat pay screw letter presses and run errands upder the impression that they are buildmone and for all time, let this idea ing a solid foundation for a future busiget board and lodging in your head.
You are here to sell goods—not to show
Truth a few years later when some techthem. Center your mind and your en- nical coilege graduate, who was a forergies on closing the sale; not on exhibiting your wares. Nothing counts but of a department in the same establishcorralling the coin. Learn to look on ment and pulls down a salary at which

It is a fact that there is no real busi-The money is the stake, and remember ness experience to be gained in the big that you lose in every case where the offices and banks. A four dollar a week clerk in a department store must exer-